

How to make an extra \$1000 by Christmas

Sell Twelve Days of Christmas Collections!!!
Easy! It only takes some phone calls and wrapping!!!

1) Make a list of every married man or dating man that you know...their special women does not need to be an existing Mary Kay Client.

2) Contact the men by phone or in-person...

*"Hi Bill. This is _____." (Explain how you know his wife or who gave you his name as a referral). "Bill, have you finished/started your Christmas shopping for Susie yet? I'm a Consultant with Mary Kay and I'm running a special promotion this year. How would you like to win the **best husband/boyfriend EVER** award from Susie this Christmas? This is how it works. I will beautifully **gift wrap and put tags** on 12 personalized gifts that say, "On the first day of Christmas, my true love gave to me..." Day 12 is an extra special gift!*

*Our products are **100% guaranteed** so she can exchange any item. All the gifts will be **delivered** in a gorgeous basket to your office or at home, and then every day beginning with December 14th, you will give your wife a gift. Now, Bill, there are several advantages to this for you. First, the last two weeks before Christmas are always the most stressful and you will help keep your wife/girlfriend happy, which makes life happier for both of you. And, secondly, you will know that she is getting something that she really wants! Lastly, you can be assured that she will absolutely love and rave about this gift for a long time! I would suggest giving her gifts when you come home from work. After two days, she'll be really excited to hear you open the door! All you have to do, Bill, is let me know which package fits your budget. I have different packages so how much do you want to average per gift...\$10, 15, \$20, or \$25? You can pay by cash, check, credit, or debit, and you can pay half now and the rest on delivery.*

So Bill, which package sounds best to you? To beat the rush, I'll need to get all orders in by November 19th, so I will need at least a deposit (half)".

How to make this work:

To make it work at the \$10 range... fill her compact day-by-day, take apart the Satin Hands or other sets and wrap items individually, use PCP gifts, etc. You can also determine what will go in the gifts based on the woman and what is already in your inventory.

Ask a few questions about her... are you vacationing soon (sunscreen or travel size products), does she work out (body care items for gym bag), etc. You can also give left over exclusive limited edition items.

You can definitely take the order first and then order the products that are needed. You do not have to market this with a fancy flyer unless it is a corporate gift! Being friendly and professional on the phone will work quite well, as well as allow you the freedom to customize your packages for each client's desires and budget.

Deliver the baskets of gifts by the 13th of December. Wrap each item completely different or completely the same. Basic Christmas paper makes beautiful wrapping with red and green bows or white and silver. However, it's easier to have each one differently wrapped based on what paper and gift bags you have available.

Make it as simple for you as possible, because you need to plan on selling 10 – 20 Twelve Days of Christmas Gift Sets!!! That's about \$1000 to \$2000 profit!!!

This also makes a GREAT gift idea for moms to give to their teens, their moms, or their best friend! All you need to do is change the verbage in your script to "Best Mom/Friend/Daughter/etc EVER" and make a few little adjustments. You can use the same idea with families to put together a great gift for mom! The possibilities are truly endless!

The Plan to Pay for Christmas in CASH!!!

If you sell 10 Twelve Days of Christmas Sets at:

\$10 per gift:

Total Sales per gift are \$120

Profit at 40/60 split is \$48

Total Profit for 10 sets is \$480

\$15 per gift:

Total Sales per gift are \$180

Profit at 40/60 split is \$72

Total Profit for 10 sets is \$720

\$20 per gift:

Total Sales per gift are \$240

Profit at 40/60 split is \$96

Total Profit for 10 sets is \$960

\$25 per gift:

Total Sales per gift are \$300

Profit at 40/60 split is \$120

Total Profit for 10 sets is \$1200



12 Days of Christmas Contact List

Customer's Name	Santa's Name	Santa's Telephone Number
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____
11. _____	_____	_____
12. _____	_____	_____
13. _____	_____	_____
14. _____	_____	_____
15. _____	_____	_____
16. _____	_____	_____
17. _____	_____	_____
18. _____	_____	_____
19. _____	_____	_____
20. _____	_____	_____